

APPENDIX J

13014

NEC - North America

516.

4/9/93

- Spoke w/ JIM MARION - Manager for the Pager Engineering Dept. He said ~~he~~ he was not enthused about DTMF due to problems with access thru PAX's, blocked pay phones, etc. No one ever really discussed idea very seriously. He offered to put interference for me - said that only those people/co's who were persistent with Japan were successful in creating a J.V. etc. as advice to me. Also, usually J.V.'s were typically with some sort of cross-license arrangements. He is calling Yoshimi Tomizawa - Shu (recently married) @ 516-753-7000 (fax) head of legal department & speaks English. Pointed out that ~~the~~ this was not intended to be adversarial - procedure required it and generally NEC was reluctant to discuss much with outsiders. Yoshimi will call me back after JIM has chance today to make contact and smooth out for me. Also gave me name of Fernando GOMEZ, Director of Subscribing Products - Americas Paying Product Division - (407) 364-2746 ^(NY) who may be of assistance in directing my call to appropriate decision makers.

I discussed only the DTMF part of our product and indicated that I had developed the one-off dialers. He and I both had same idea RE. preprogrammed radia for radio promotions, incidentally, and he thought my 1-off product was a great idea.

He went on to say that if a joint venture or license did not seem feasible, that I may be able to purchase the NEC chipset for a radiopaging receiver to implement into my own product or recommended that I contact Motorola @ their Boynton Beach, FL facility where they sell a preassemble board (radio receiver) - (407) 364-2748 that may allow an interface with other circuitry in our devices.

Very cordial, helpful. Welcomed me to call again if I have any difficulties.

4/22/93 Spoke with Yoshimi Tomizawa-Shu. She informed that they must have my signature on their doc. before we can proceed. I am waiting for it by mail.